				C	ENTR	RAL INTEL	LIGENCE	AGEN	ICY					
				INF	OR	MATI	ON F	REP	ORT					
	INTRY						~	√⊊ 1954 50X1						
SUB	JECT	Control Dates	l by of Pa	Purchas coducts	ser C from	ver Qual: Supplyi	ity and ng Plan	Delf ts	rery	· NC	. OF PA	GES	2	
PLA ACQ	CE UIRED		50X1	•. •						NC (LIS	. OF EN	NCLS.		
DAT ACQ	E UIRED				-					SU RE	PPLEMI PORT N	ENT T 10.	го	
DAT	E OF IN	FORMAT I	ON											- 4G ₂
THIS OF T AND LATE PROH	HE-UNITED ST. 794, OF THE	NTAINS INFORMA ATES, WITHIN T U.S. CODE, AS MTENTS TO OR A W. THE REPROD	HE MEAN AMENDED ECEIPT	FECTING THE N ING OF TITLE S ITS TRANSM BY AN UMAUTHO OF THIS FORM				Th	IIS IS UI	NEVAL	UATED	INFO	RMATIC	ON .
														50X1
														00, (
	2.	enterprent operation	rise rise, lons	or orga especi may be	aniza Lally conc	forbids tion to if they luded on	sell ma belong Ly betw	teria to d een me	l or equ ifferent embers o	ipmer min:	it to a	noth	er uch	
		enterpo enterpo operation	rise rise, ions en or	or organization or organization or organization of the community by in the community b	aniza Lally conc permi	tion to if they luded on ssion of	sell ma belong ly betw the mi	teria to di een me niste:	l or equifferent embers or.	ipmen mini of the	it to s stries same	noth S. S mini	er uch stry	
		enterphenterphenterizand the Materizand and ment for	rise rise, lons en or als a lffer und f	or organization or organization of organization or or organization or	aniza lally conc permi lpmen nistr purc	tion to if they luded on ssion of t may be y only whase of i	belong belong ly betw the mi sold by nen the materia	teria to di een me nister y one purci l and	l or equifferent embers of organiz naser ha equipme	ipment of the sation is a second and an arrangement are sational contract are sational contract.	stries same to ar	mini nothe	er uch stry r ern-	see of the second of the secon
	3. 3.	entermentermoperation and the Materia of a diment for supplies	rise, rise, lons on or als siffer und fer he	or organization or organization of the contract of the contrac	aniza lally conc permi ipmen nistr purc lal p	tion to if they luded on ssion of at may be y only wh	sell ma belong ly betw the mi sold by nen the materia disposa	terial to di een me niste: y one purch l and l of	l or equifferent embers of organiz naser ha equipme producti	ipment in the sation at ion.	stries same to ar special	mini mini nothe l gov	er uch stry r ern-	
	3. 3.	entermentermoperation and the Materia of a diment for supplied there are the supplied there are the supplied there are the supplied there are the supplied the su	rise, rise, lons on or als siffer und fer he	or organization or organization of the contraction	eniza conc conc permi ipmen nistr purc lal p es of	if they luded on ssion of the may be youly whase of in lan for a procedured supply sectorate	sell ma belong ly betw the mi sold by nen the materia disposa re through	terial to di een me nister y one purel l and l of j ugh wh ocure	l or equifferent embers or organizmaser has equipme productinich the	itpment in interpretation in the cation is a sent and con.	nt to an stries and to an special when the is i	mother of the	er tuch stry r rern-	re
	3. 3.	entermentermoperation and the Materia of a diment for supplied there are the supplied there are the supplied there are the supplied there are the supplied the su	rise rise, ions en or als s iffer and f er ha	or organization or organization of the central control of the central control of the central control of the central ce	eniza ially conc permi ipmen iistr purc lal p es of alize dire es of	if they luded on ssion of the may be youly whase of a lan for or procedured supply ectorate the national states of the second states of the national states of t	sell ma belong ly betw the mi sold be nen the materia disposa re through and prof mate hief di	terial to di een me niste: y one purel l and l of j ugh wl ocure rial recto he Mi	l or equifferent embers of organizenaser has equipment of the ment. It technicates in the ment of the ment of the ment of the organizens o	ipment in the sation at an	at to a stries a same a to ar special d when minis pply a main :	mother hother ter hod the hond the	er uch stry r ern- as a ere ar strial	
	3. 3.	entermenterm operation and the Materia of a diment for supplied. There a mented:	rise, ions ions ions als a iffer iffer are t (a)	or organization or organization of the central control of the central control of the central control of the central ce	enizalally conceptualistr purculal p es of alize dire es of rs of alice es of	if they luded on ssion of the may be youly whase of a procedured supply storate these c.	sell ma belong ly betw the mi sold by nen the materia disposa re through and pr of mate hief di ion. T f Sverd to ent	terial to di een me niste: y one purel l and l of j ugh wl ocure rial recto he Mi	l or equifferent embers of organizenaser has equipment of the ment. It technicates in the ment of the ment of the ment of the organizens o	ipment in the sation at an	at to a stries a same a to ar special d when minis pply a main :	mother hother ter hod the hond the	er uch stry r ern- as a ere ar strial	

SECRET

50X1

materials and equipment. In this case the Ministry reseives the funds from the government.

(b) Decentralized supply and procurement. In this case the chief directorate of material technical supply of the ministry receives funds from the government for the purchase of material and equipment and divides some of these funds up among the enterprises and organizations for independent use by those enterprises. These ordering enterprises then send representatives to the supplying plants in order to see that the orders are filled. In situations of sharp deficits in the USSR some materials and equipment are very hard to get. In this connection it must be noted that the head directorates try, as a rule, to see to it that the materials that are shortest in supply are put into the decentralized supply so that they will be distributed to peripheral organizations. In order to help their purchasing agents, many directors of enterprises send special people known as "tolkachi" [expediters]. Moreover, in many cases the directors themselves go to the supplying plant to try and expedite their orders. In purchasing through decentralized funds, these "tolkachi" are very important. This job is very popular and almost every enterprise and especially every chief directorate and ministry has a tolkach appointed by the director. This is considered a very good job and usually carries with it the title of engineer

AT OTTE TITLE		

50X1

50X1

Factory was working on a Diesel tug ordered by the Ministry for the Reydtanker company. The tug was to be completed in time for the jubilee of the factory and was to be called "Yubilyeyny". In order to supervise the finishing and assigning of the ship to Reydtanker, that company sent a supervising captain, a man who knew his business well but was a poor chiseler. It so happened that at this time there was a representative of the Volgotanker company at the Sovmor plant. Volgotanker was having a tug built too, of the same design as the "Yubilyeyny" but of poorer quality. Volgotanker's tug was scheduled for completion at a later date. The Volgotanker representative somehow managed things so that his company got the Yubilyeyny" and the Reydtanker people had to wait for the later ship.

50X1

- 6. After several months the Reydtanker people managed to outwit Volgotanker in the same way. When Volgotanker was expecting the launching of a new Diesel tug at the Sovmor works, Reydtanker sent a special assistant to the supervising captain already at Sovmor. This man knew little about ships but was a real dealer. He fixed it so that the ship was assigned to Reydtanker. Then the director of Volgotanker tried to interfere in the mess and in the midst of all the haggling the Reydtanker representative got all the papers signed and had the ship past Saratov at full speed before anyone could stop him. To this day Reydtanker owns the "Sovmorets" and Volgotanker owns the "Yubilyeyny".
- 7. Thus, the ordering organization has control over the quality and time of shipment of the materials or equipment ordered but this control is exercised with difficulty because of severe shortages of certain types of material and equipment in the USSR.

-end-SECRET 50X1